



c/m: 11-26-97

Bill VM 11/26:

Cat I > PD Gtley
Cat II >

Cat III > Semi-Annual
Cat IV >

→ error:
November 25, 1997 PLAN A/CAT II GTIO: DORAN

TO: RAY COTE
BOB STEELE
STEVEN SHEFT
MIKE TISINGER

SCOTT CLOSE
SUE HASKIN
GEORGIA BAIN

6-DONE updates
12/1 - Re-pull!

L. E. MacWilliams
Region Operations Manager
Buffalo #1600

11/26: VM sent to AAU
YAMS/AMS/OL'S
Re: Enrollment Form
must be dated PRIOR
to 1/5/98 - FID' Bx
11/30/98

RE: 1998 WHOLESALE PARTNERS

Ladies & Gentlemen:

In an effort to assist you in preparing presentation to Direct Accounts under your responsibility, enclosed is the following:

- ♦ 1998 Wholesale Partners Presentation "Deck" with account specific title pages for your respective accounts.
- ♦ 1st Half 1997/98 Enrollment Forms with account specific information included. Please ensure you verify that all information on the enrollment forms is correct - add any additional information pertinent to the account.
- ♦ Blank enrollment form (use as needed)
- ♦ Weekly Reporting Requirements "Deck"
- ♦ Copy of FSC-174B which outlines program specifics

IMPORTANT: ensure completed and signed enrollment forms are faxed to the RJR Help Desk as indicated on the form, as soon as possible but NO LATE THAN 1/30/98. Forms must be dated PRIOR to 1/5/98.

Please direct any questions relative to the 1998 Partners Program to your Division Manager or myself.

51845 5197

Good Selling!

Lori MacWilliams

L.E. MacWilliams

ROM/#1610

:etb

cc: R. Smith (ltr/blk forms)
S. MacLeod (ltr/blk forms)
S. Rush (ltr/blk forms)

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